

November 2018



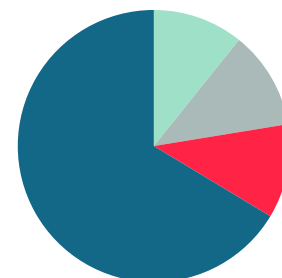
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	60	48	-20.00%
Pending Listings	55	52	-5.45%
New Listings	75	68	-9.33%
Median List Price	132,450	102,450	-22.65%
Median Sale Price	131,250	99,450	-24.23%
Median Percent of Selling Price to List Price	97.54%	98.01%	0.48%
Median Days on Market to Sale	24.50	35.00	42.86%
End of Month Inventory	293	296	1.02%
Months Supply of Inventory	4.47	4.76	6.58%



■ Closed (10.76%)
■ Pending (11.66%)
■ Other OffMarket (11.21%)
■ Active (66.37%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of November 30, 2018 = **296**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2018 rose **1.02%** to 296 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **4.76** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.23%** in November 2018 to \$99,450 versus the previous year at \$131,250.

Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 10.50 days or **42.86%** in November 2018 compared to last year's same month at **24.50** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 68 New Listings in November 2018, down **9.33%** from last year at 75. Furthermore, there were 48 Closed Listings this month versus last year at 60, a **-20.00%** decrease.

Closed versus Listed trends yielded a **70.6%** ratio, down from previous year's, November 2017, at **80.0%**, a **11.76%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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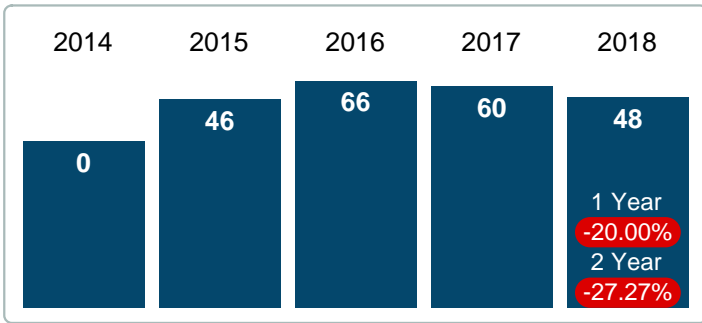
Area Delimited by County Of Washington - Residential Property Type



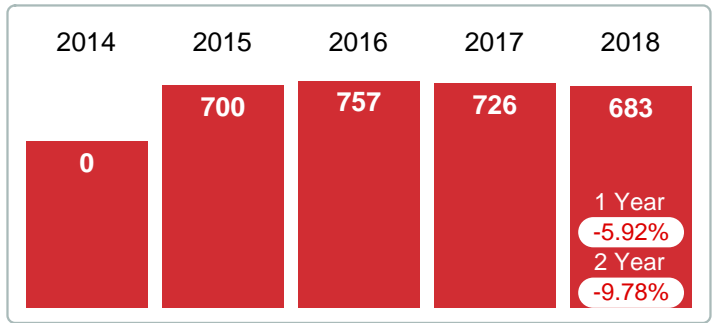
CLOSED LISTINGS

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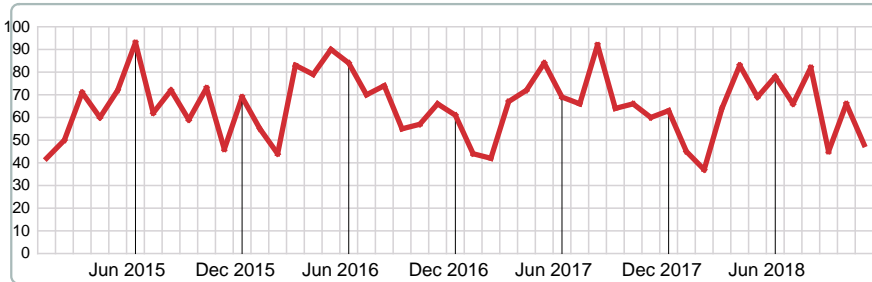
NOVEMBER



YEAR TO DATE (YTD)

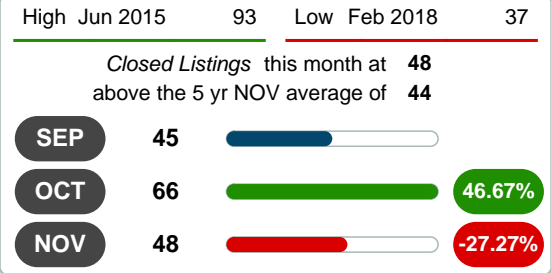


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	12.50%	22.5	3	3	0	0
\$30,001 - \$50,000	4	8.33%	115.5	1	2	1	0
\$50,001 - \$80,000	7	14.58%	10.0	1	6	0	0
\$80,001 - \$130,000	13	27.08%	19.0	2	10	1	0
\$130,001 - \$160,000	6	12.50%	44.5	0	3	2	1
\$160,001 - \$300,000	7	14.58%	43.0	0	5	1	1
\$300,001 and up	5	10.42%	21.0	0	0	5	0
Total Closed Units	48			7	29	10	2
Total Closed Volume	6,291,509	100%	35.0	356.50K	2.95M	2.61M	376.01K
Median Closed Price	\$99,450			\$31,000	\$89,000	\$242,700	\$188,005

November 2018



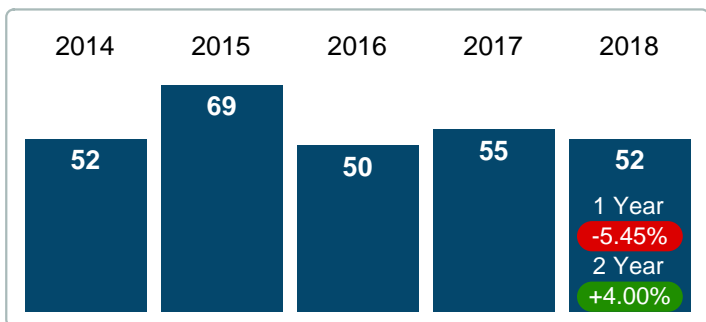
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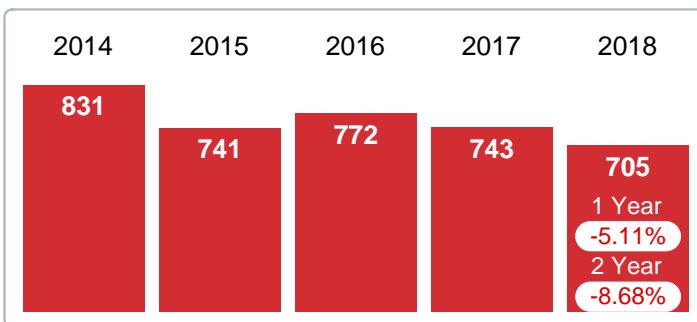
PENDING LISTINGS

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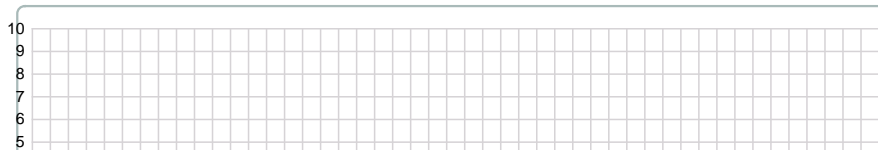
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 56

High Nov 2018: 0, Low Nov 2018: 0

Pending Listings this month at 52
below the 5 yr NOV average of 56

SEP: 0
OCT: 0
NOV: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.77%	1.0	3	0	0	0
\$30,001 - \$60,000	7	13.46%	67.0	1	6	0	0
\$60,001 - \$100,000	10	19.23%	43.5	2	7	1	0
\$100,001 - \$150,000	11	21.15%	55.0	2	6	3	0
\$150,001 - \$190,000	9	17.31%	35.0	1	3	5	0
\$190,001 - \$250,000	5	9.62%	84.0	0	3	2	0
\$250,001 and up	7	13.46%	76.0	0	1	6	0
Total Pending Units	52			9	26	17	0
Total Pending Volume	7,330,349	100%	52.5	724.20K	2.96M	3.65M	0.00B
Median Listing Price	\$122,450			\$78,000	\$99,900	\$179,000	\$0

November 2018



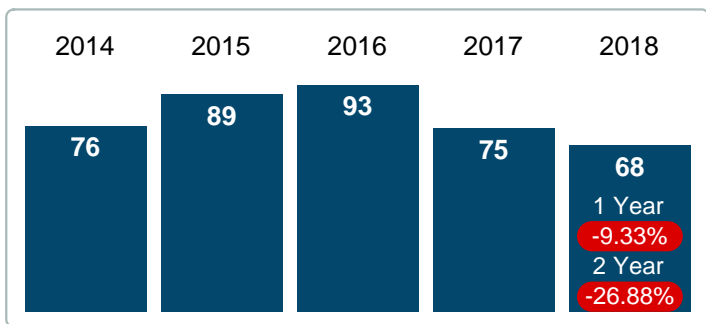
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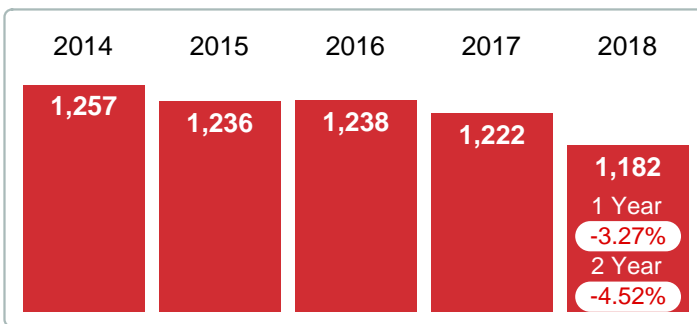
NEW LISTINGS

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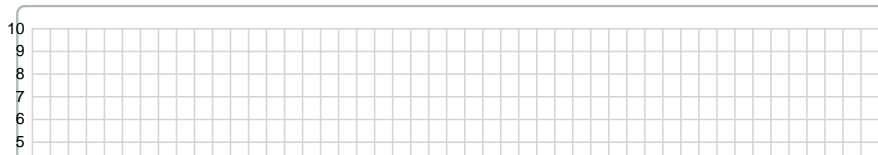
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 80

High Nov 2018: 0 | Low Nov 2018: 0

New Listings this month at **68**
 below the 5 yr NOV average of **80**

- SEP: 0
- OCT: 0
- NOV: 0

nan%
 nan%

Distribution of New Listings by Price Range

Price Range	Count	%
\$30,000 and less	6	8.82%
\$30,001 - \$70,000	9	13.24%
\$70,001 - \$100,000	10	14.71%
\$100,001 - \$160,000	17	25.00%
\$160,001 - \$240,000	11	16.18%
\$240,001 - \$330,000	8	11.76%
\$330,001 and up	7	10.29%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	5	1	0	0
	2	6	1	0
	3	5	2	0
	0	14	3	0
	1	3	7	0
	1	2	4	1
	0	1	5	1
Total	12	32	22	2
Volume	993.60K	4.28M	5.17M	798.00K
Median Price	\$59,950	\$112,500	\$195,250	\$399,000

Total New Listed Units	68	
Total New Listed Volume	11,236,150	100%
Median New Listed Listing Price	\$132,200	

November 2018



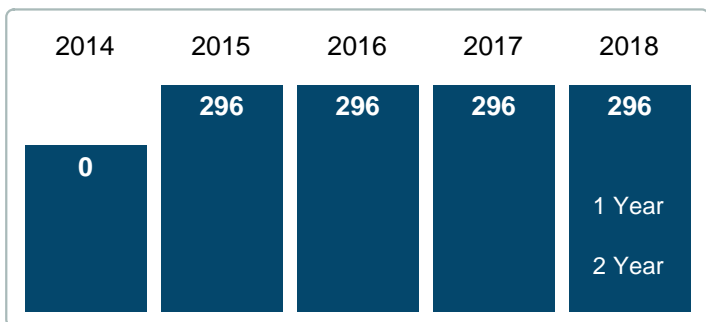
Area Delimited by County Of Washington - Residential Property Type



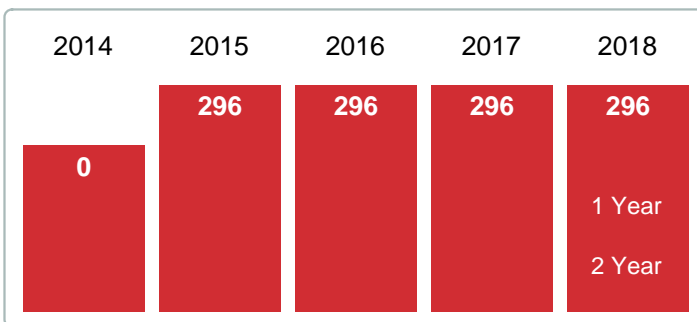
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 237

High Nov 2018	296	Low Nov 2018	296
Inventory this month at 296 above the 5 yr NOV average of 237			
SEP	296		
OCT	296		0.00%
NOV	296		0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	27	9.12%	70.0	12	14	1	0
\$50,001 - \$70,000	39	13.18%	71.0	13	25	1	0
\$70,001 - \$100,000	42	14.19%	70.0	9	23	10	0
\$100,001 - \$160,000	70	23.65%	74.5	3	52	15	0
\$160,001 - \$240,000	50	16.89%	86.5	0	17	30	3
\$240,001 - \$330,000	38	12.84%	79.5	1	7	24	6
\$330,001 and up	30	10.14%	80.5	0	6	19	5
Total Active Inventory by Units	296			38	144	100	14
Total Active Inventory by Volume	51,112,419	100%	78.0	2.61M	19.04M	24.26M	5.20M
Median Active Inventory Listing Price	\$126,750			\$63,950	\$110,250	\$225,000	\$299,500

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Area Delimited by County Of Washington - Residential Property Type



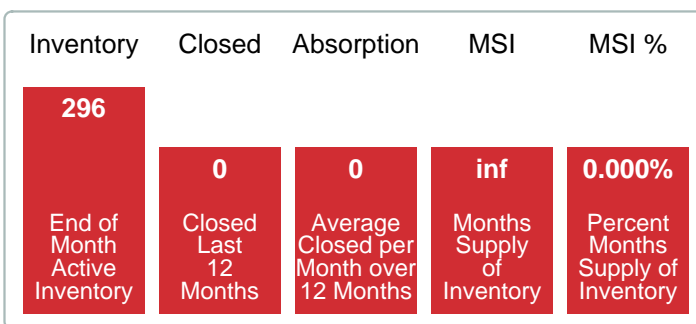
MONTHS SUPPLY of INVENTORY (MSI)

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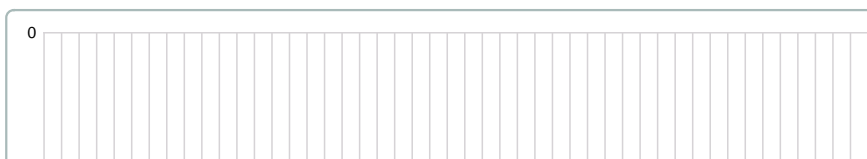
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

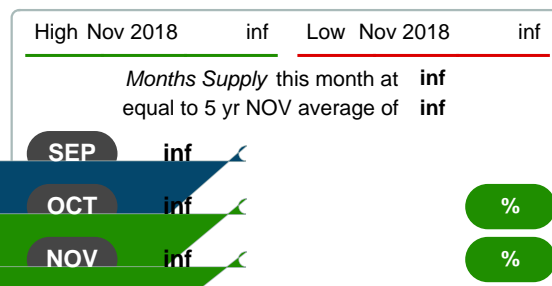


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	27	9.12%	2.87	4.65	2.30	1.71	0.00		
\$50,001 - \$70,000	39	13.18%	6.88	14.18	5.66	4.00	0.00		
\$70,001 - \$100,000	42	14.19%	3.94	6.75	2.94	8.00	0.00		
\$100,001 - \$160,000	70	23.65%	4.16	3.27	4.95	3.16	0.00		
\$160,001 - \$240,000	50	16.89%	4.55	0.00	3.64	5.37	6.00		
\$240,001 - \$330,000	38	12.84%	7.02	12.00	4.94	7.58	8.00		
\$330,001 and up	30	10.14%	9.47	0.00	14.40	8.14	12.00		
Market Supply of Inventory (MSI)		4.76		6.25	4.08	5.58	4.94		
Total Active Inventory by Units		296	100%	4.76	38	144	100	14	

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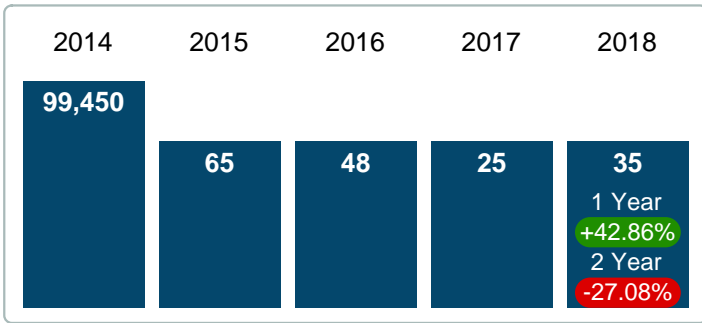
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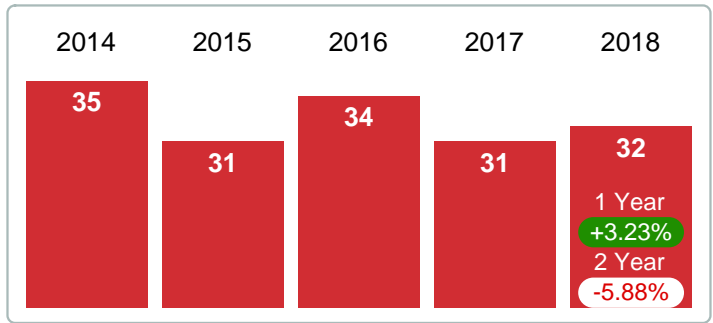
MEDIAN DAYS ON MARKET TO SALE

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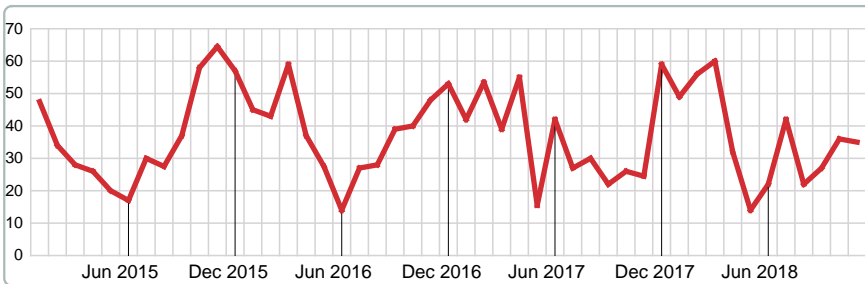
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 19,924

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 35 below the 5 yr NOV average of 19,924



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12.50%	23	4	140	0	0
\$30,001 - \$50,000	8.33%	116	35	116	178	0
\$50,001 - \$80,000	14.58%	10	76	9	0	0
\$80,001 - \$130,000	27.08%	19	3	25	51	0
\$130,001 - \$160,000	12.50%	45	0	54	62	33
\$160,001 - \$300,000	14.58%	43	0	48	38	43
\$300,001 and up	10.42%	21	0	0	21	0
Median Closed DOM		35	4	48	45	38
Total Closed Units	100%	35.0	7	29	10	2
Total Closed Volume		6,291,509	356.50K	2.95M	2.61M	376.01K

November 2018



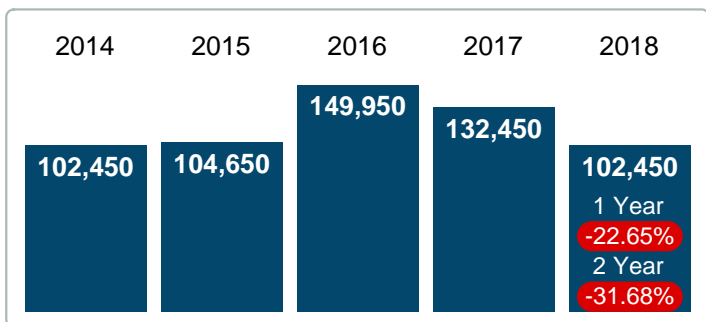
Area Delimited by County Of Washington - Residential Property Type



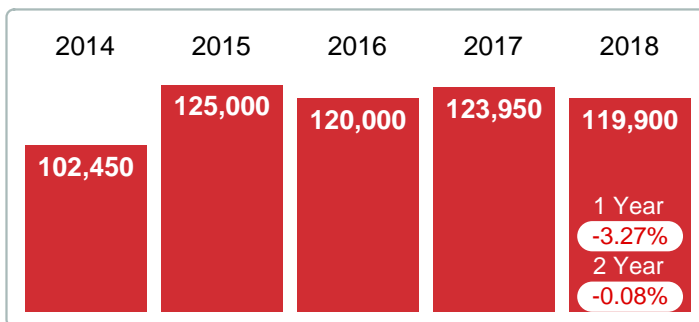
MEDIAN LIST PRICE AT CLOSING

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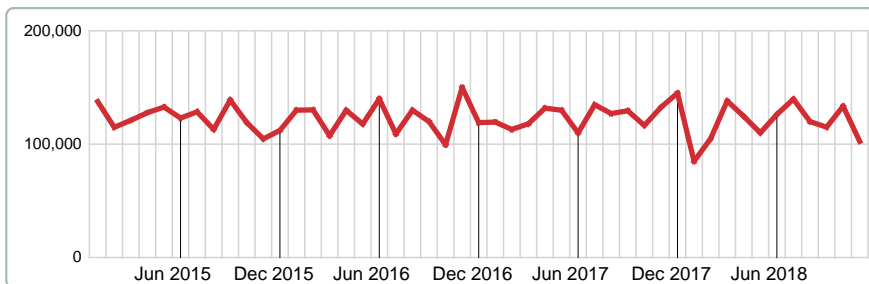
NOVEMBER



YEAR TO DATE (YTD)

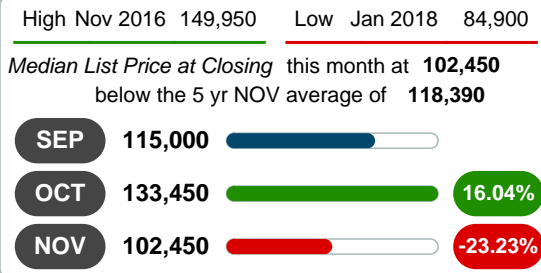


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 118,390



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6.25%	30,000	30,000	29,900	0	0
\$30,001 - \$50,000	18.75%	40,000	36,250	41,000	48,000	0
\$50,001 - \$80,000	10.42%	76,850	65,500	76,875	0	0
\$80,001 - \$130,000	29.17%	102,450	96,200	105,000	99,900	0
\$130,001 - \$160,000	8.33%	144,450	0	145,950	144,450	0
\$160,001 - \$300,000	16.67%	179,950	0	180,000	179,900	207,400
\$300,001 and up	10.42%	399,999	0	0	399,999	0
Median List Price		102,450	40,000	92,500	244,900	207,400
Total Closed Units	100%	102,450	7	29	10	2
Total Closed Volume		6,503,249	390.40K	3.03M	2.67M	414.80K

November 2018



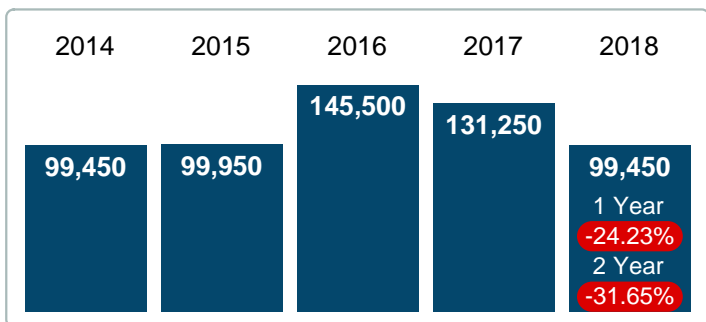
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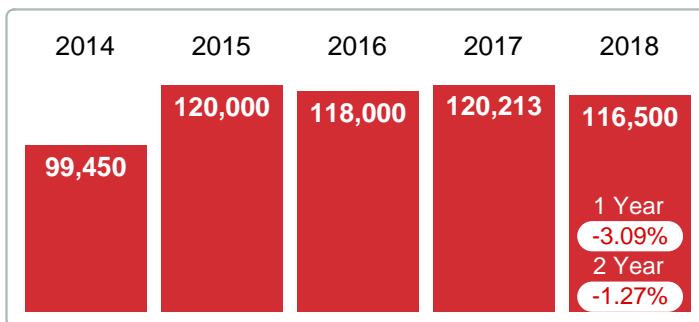
MEDIAN SOLD PRICE AT CLOSING

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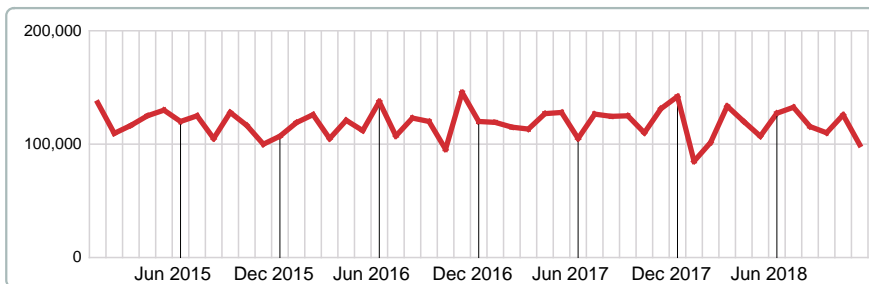
NOVEMBER



YEAR TO DATE (YTD)

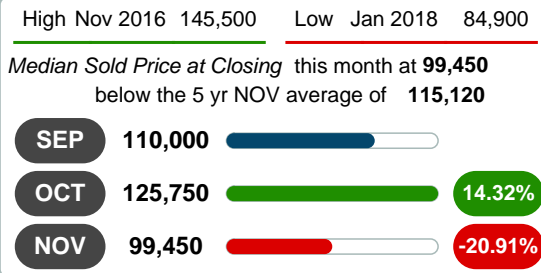


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 115,120



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	12.50%	26,750	25,000	30,000	0	0
\$30,001 - \$50,000	4	8.33%	34,000	31,000	34,000	48,000	0
\$50,001 - \$80,000	7	14.58%	66,000	58,000	70,500	0	0
\$80,001 - \$130,000	13	27.08%	99,000	96,750	94,450	99,900	0
\$130,001 - \$160,000	6	12.50%	139,425	0	133,800	139,425	155,000
\$160,001 - \$300,000	7	14.58%	175,500	0	170,000	175,500	221,009
\$300,001 and up	5	10.42%	395,000	0	0	395,000	0
Median Sold Price			99,450	31,000	89,000	242,700	188,005
Total Closed Units		100%	99,450	7	29	10	2
Total Closed Volume			6,291,509	356.50K	2.95M	2.61M	376.01K

November 2018



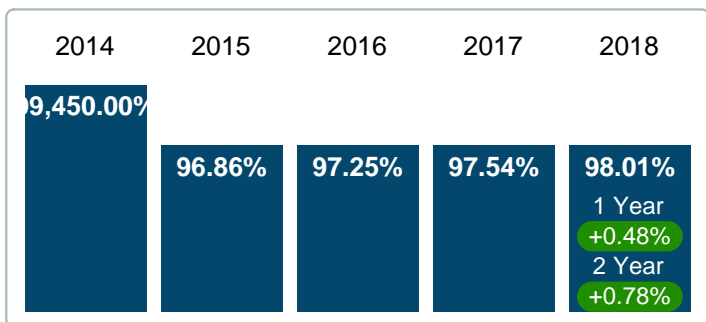
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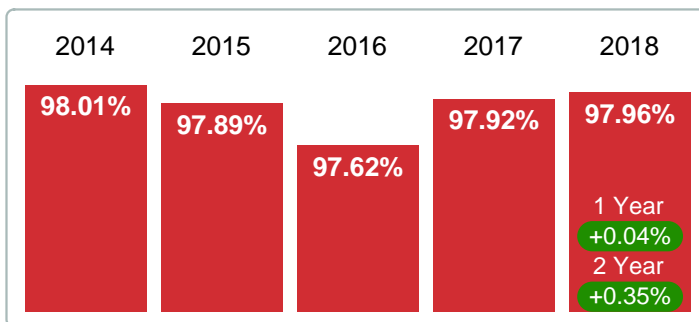
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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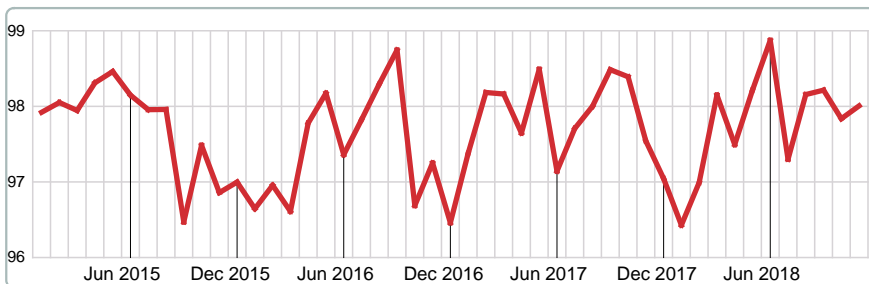
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

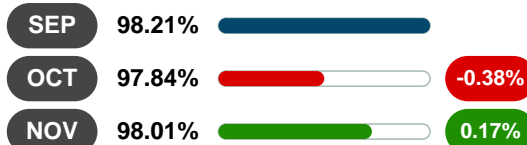


3 MONTHS

5 year NOV AVG = 19,967.93%

High Jun 2018 98.87% Low Jan 2018 96.43%

Median Sold/List Ratio this month at **98.01%**
below the 5 yr NOV average of **19,967.93%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	12.50%	80.83%	80.00%	81.66%	0.00%	0.00%
\$30,001 - \$50,000	4	8.33%	82.89%	77.50%	82.89%	100.00%	0.00%
\$50,001 - \$80,000	7	14.58%	100.00%	88.55%	100.72%	0.00%	0.00%
\$80,001 - \$130,000	13	27.08%	100.00%	100.65%	100.00%	100.00%	0.00%
\$130,001 - \$160,000	6	12.50%	98.28%	0.00%	100.00%	96.50%	91.23%
\$160,001 - \$300,000	7	14.58%	95.35%	0.00%	95.35%	97.55%	90.24%
\$300,001 and up	5	10.42%	98.99%	0.00%	0.00%	98.99%	0.00%
Median Sold/List Ratio		98.01%		83.33%	99.24%	98.27%	90.74%
Total Closed Units		48	100%	7	29	10	2
Total Closed Volume		6,291,509		356.50K	2.95M	2.61M	376.01K

November 2018



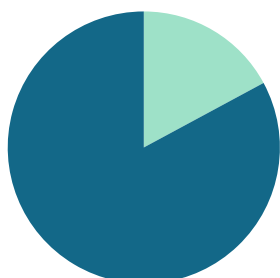
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

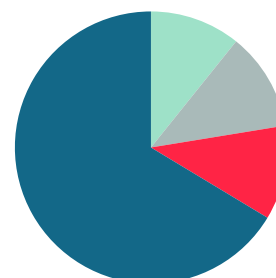


Inventory
 New Listings
68 = 17.13%
 Start Inventory
329
 Total Inventory Units
397
 Volume
\$68,317,718

Market Activity

Closed Sales
48 = 10.76%
 Pending Sales
52 = 11.66%
 Other Off Market
50 = 11.21%
 Active Inventory
296 = 66.37%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	60	48	-20.00%	726	683	-5.92%
Pending Sales	55	52	-5.45%	743	705	-5.11%
New Listings	75	68	-9.33%	1,222	1,182	-3.27%
Median List Price	132,450	102,450	-22.65%	123,950	119,900	-3.27%
Median Sale Price	131,250	99,450	-24.23%	120,213	116,500	-3.09%
Median Percent of Selling Price to List Price	97.54%	98.01%	0.48%	97.92%	97.96%	0.04%
Median Days on Market to Sale	24.50	35.00	42.86%	31.00	32.00	3.23%
Monthly Inventory	293	296	1.02%	293	296	1.02%
Months Supply of Inventory	4.47	4.76	6.58%	4.47	4.76	6.58%

Absorption: Last 12 months, an Average of **62** Sales/Month

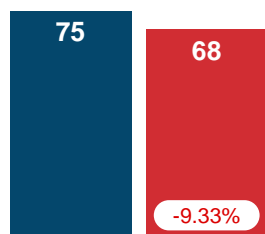
Inventory on November 30, 2018 = **296**

2017 **2018**

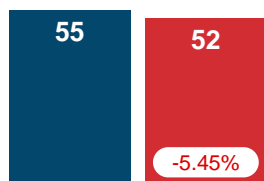
NOVEMBER MARKET

MEDIAN PRICES

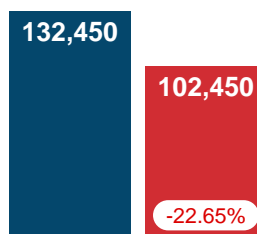
New Listings



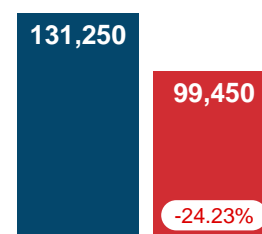
Pending Listings



List Price



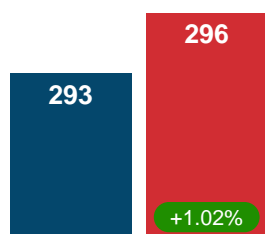
Sale Price



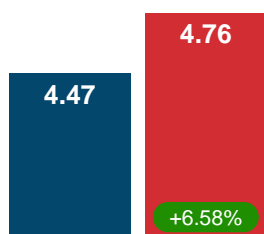
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

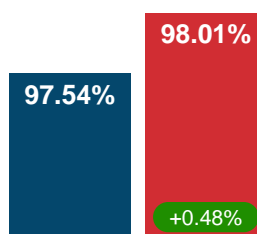
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

